



Webinar With International Partners, LLC
Guest Speaker: *Mark Keener, CEO & Managing Partner*

Thursday, 12noon ET, December 28, 2023

**Earn Passive
Positive Cash Flow
and
*No Taxable Income***

Would You Like to
Join Those Who ...

Earn Passive
Positive Cash Flow
and
No Taxable Income



Topics ...

❑ Int'l Partners, LLC,
Who Are We?

❑ Wealth Principles

❑ Typical Deal

❑ +Cash Flow, No Taxes!!!

❑ Role of the IP Investor

❑ Future Outlook of Multifamily CRE



International Partners, LLC

Who Are We?



...a commercial real estate investment company investing primarily in garden-style Class A and Class B apartment communities...

...usually, 100+ units located in high-growth areas that provide exceptional appreciation and double-digit, cash on cash returns for our investors.





...aimed at creating a pathway to financial independence for our private investors...



...and perform above expectations in meeting the target returns for our institutional clients

...

Our Experience

Transactions & Capital Raised

Transaction Value	\$122mm
Total Capital Transactions Purchase, Restructures & Refinance	\$172mm
Institutional Capital Raised Conventional [banks, life insurance, GMAC, etc.] & private money	\$153mm
Private Capital Raised Investment savings, home equity, 401k, Self-Directed IRAs, 1031 Exchanges, Trust Funds	\$20mm
Apartment Units	1,008

NOTE: Transactions were done mostly in Texas rather than major market, gateway cities (Chicago, LA, NYC). Had they been (in a major market) the amounts above would be about 5x what's presented

Our Performance

Asset Performance

Asset Property:	A	B	C	D
Purchase Value, <i>In Millions</i>	\$2.7	\$6.6	\$25.0	\$1.8
		(Sold)		
Current Value, <i>In Millions</i>	\$9.0	\$9.0	\$56.0	\$5.2
Appreciation: Avg./Year	13%	12%	10%	13%
Cash-Out No. of times	4x	N/A	2x	2x
Internal Rate of Return: Avg.	<u>± 26%</u>	<u>± 15%</u>	<u>± 25%</u>	<u>± 30%</u>

Our Vision & Investment Goals

Acquisition of: +11,000 Apartment Homes

Valuation of: +\$1.5 Billion

Financing of: \$1.0 Billion

Equity Raise of: \$0.5 Billion

Investment Philosophy... *Profit on the Buy & the Sale!*

Key Metrics ...

- JOB GROWTH
- POPULATION GROWTH & TRENDS
- DEMAND FOR RENTAL HOUSING
- MIGRATION TRENDS OF PEOPLE
- MILLENNIALS & BABY BOOMERS
- PATHS OF PROGRESS & GROWTH CORRIDORS

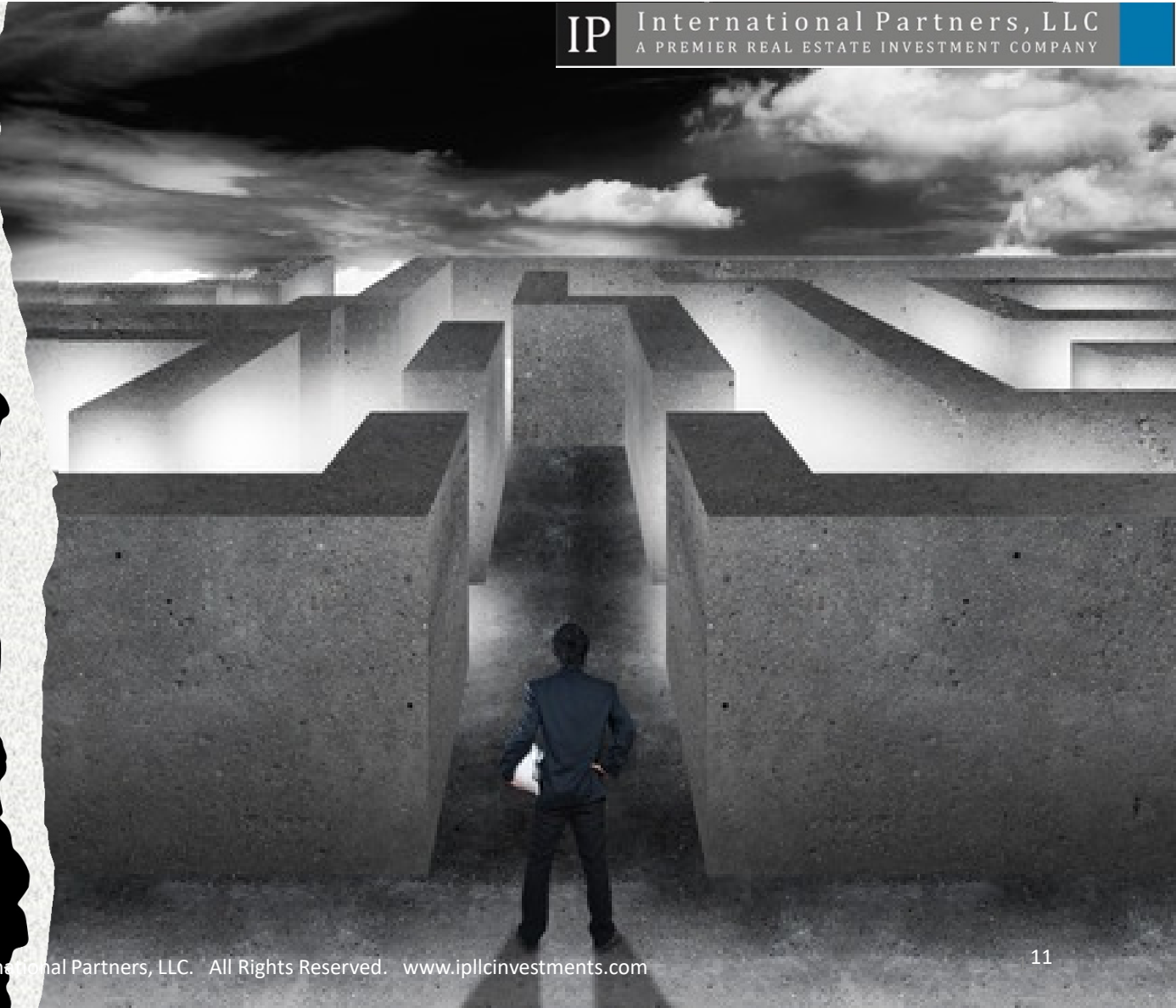
National Markets: 2022

- TX, NC, SC, GA & FL
- Midwest [MI, OH etc.]
- NV, AZ & CA Central Valley

Investing alone
can feel...

Confusing and
Scary!

But it doesn't
have to.



Some Housekeeping Rules...

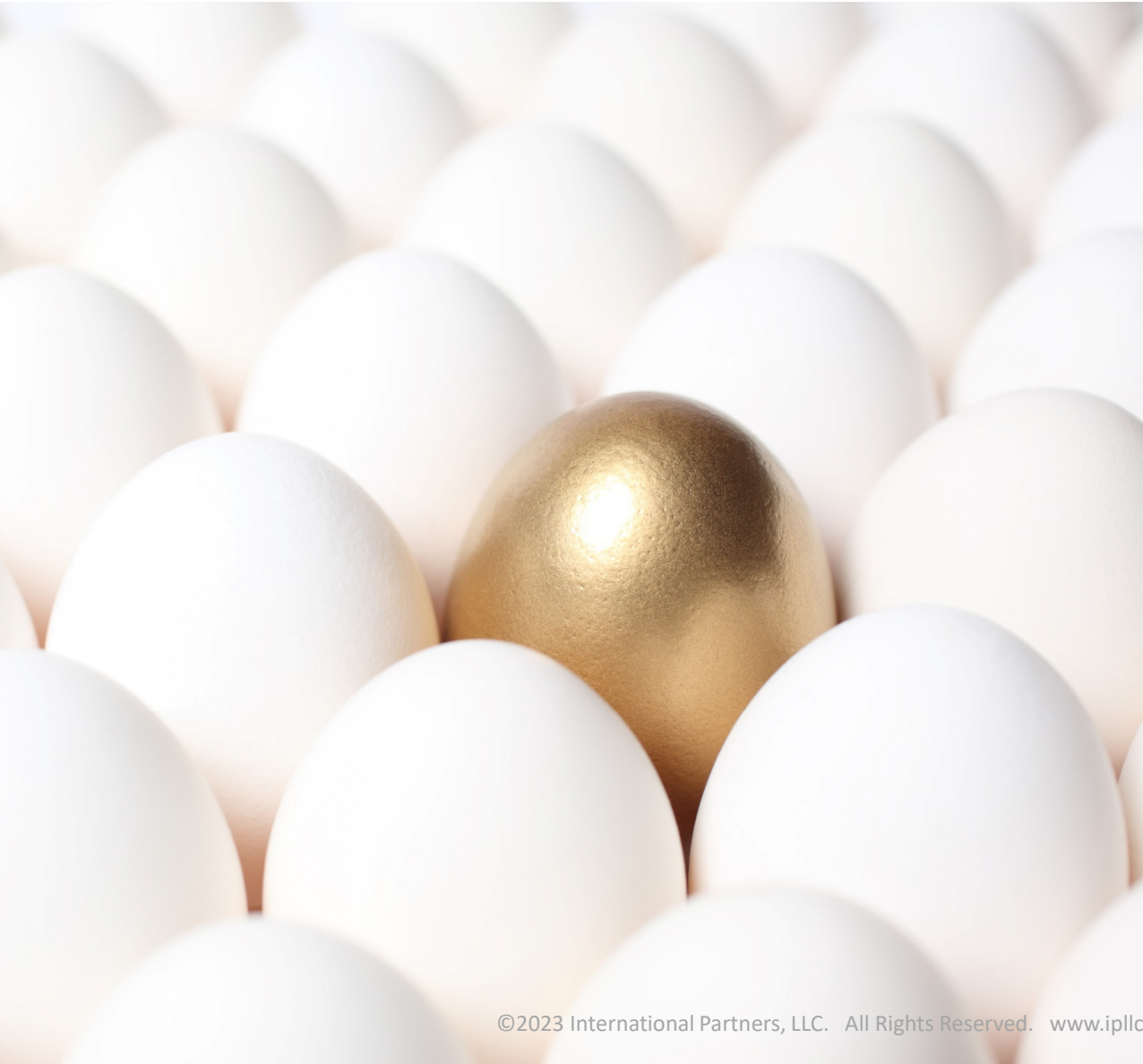
We *Only* Present ...
Investment Offerings in
Cash-Flowing Properties!

No Fix & Flips

No Get-Rich-Quick!

Strategic Long-term Investing... Results Will Vary!





Wealth Principles

Your Beliefs ...

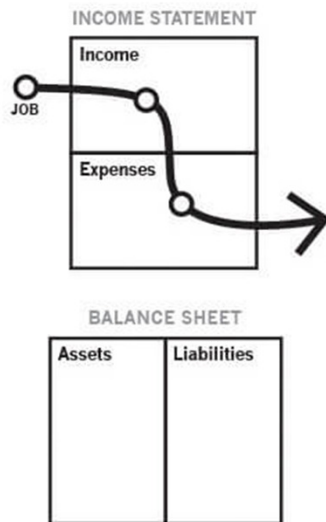
“Most of us focus our thoughts and energy on not being poor instead of focusing our thoughts and energy on becoming wealthy.”

--Napoleon Hill
Best-selling Author,
“Think & Grow Rich”

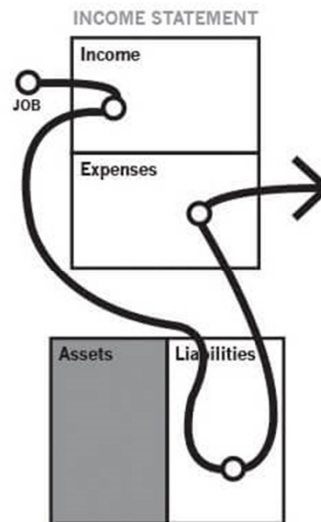


Beliefs... How Does Your Cash Flow?

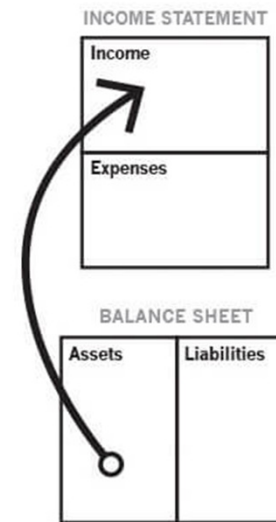
Poor



Middle Class



Rich



RICH  DAD.

Beliefs... What Quadrant Are You In? Like To Be In?

CASHFLOW QUADRANT

4 WAYS TO PRODUCE INCOME
LINEAR INCOME VS. LEVERAGED & RESIDUAL INCOME

<p>E EMPLOYEE YOU HAVE A J.O.B. NO LEVERAGE • 5% WEALTH The amount of active work determines income.</p>  <p>TIME = \$\$\$</p>	<p>B BUSINESS OWNER YOU OWN A SYSTEM LEVERAGE • 95% WEALTH Income does not depend on active work.</p>  <p>PEOPLE WORK WITH YOU = \$\$\$\$\$\$\$\$\$</p>
<p>S SELF-EMPLOYED YOU OWN A J.O.B. NO LEVERAGE • 95% POPULATION The amount of active work determines income.</p>  <p>TIME = \$\$\$</p>	<p>I INVESTOR YOU OWN INVESTMENTS LEVERAGE • 5% POPULATION Income does not depend on active work.</p>  <p>YOUR MONEY WORKS FOR YOU = \$\$\$\$\$\$\$\$\$</p>

Most of us are familiar with the upper left quadrant as we have been trained or conditioned to be employees. Being an employee or self-employed makes for about 95% of the population and it creates a huge dependency...Ourselves.



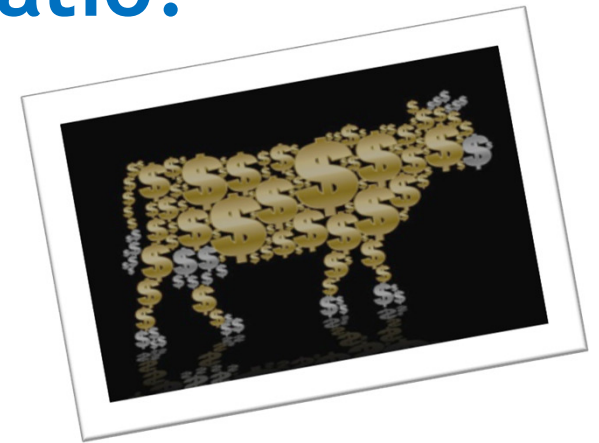
Robert T. Kiyosaki

<p><u>Employed</u> You exchange your time and effort for an income. You don't work you do not get paid!</p>	<p>Active You work for money</p>	<p>Passive Money working for you</p>	<p><u>Big Business</u> These people have people working hard for them to generate them an income!</p>
<p><u>Self Employed</u> You work for yourself but can you take a 6 week holiday and your business keeps on going without you?</p>	<p>E</p>	<p>B</p>	<p><u>Investor</u> They are the people that have money working hard for them. Play golf and live a good life!</p>
	<p>S</p>	<p>I</p>	



Beliefs... What's Your Wealth Ratio?

WEALTH RATIO =



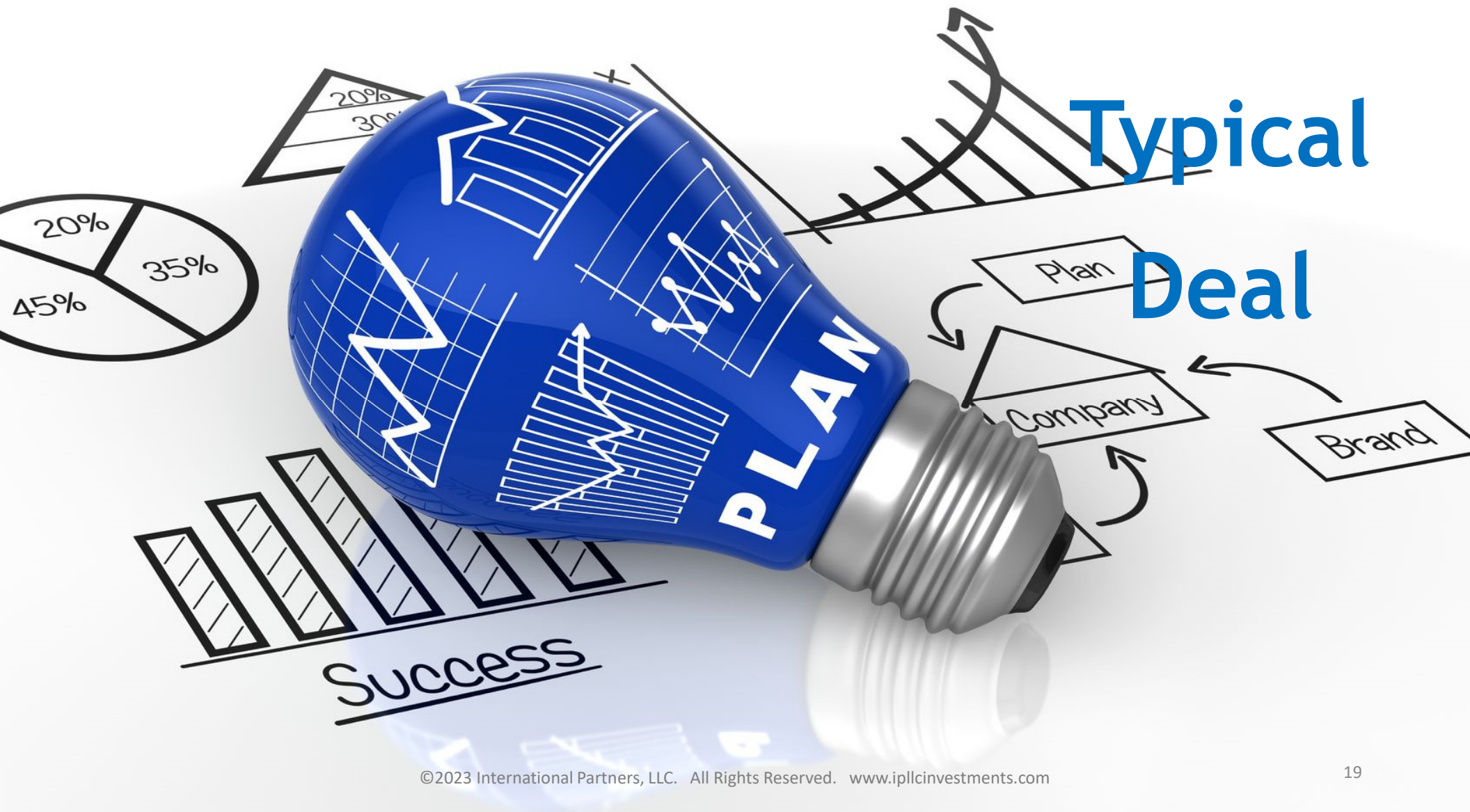
PASSIVE INCOME & PORTFOLIO INCOME

TOTAL EXPENSES

Beliefs... What Wealth Ratio Do You Want?

Wealth Ratio Example If...

	<u>A</u>	<u>B</u>	<u>C</u>
PASSIVE INCOME & PORTFOLIO INCOME =	\$1,000	\$10,000	\$20,000
MONTHLY TOTAL EXPENSES =	\$10,000	\$10,000	\$10,000
WEALTH RATIO =	0.1	1x	2x



Typical Deal

Size: **±100 - 500 Apartments**

Value: **\$10million - \$50mm**

Locations: US Markets Highest in
#1 Job Growth
#2 Population Growth
#3 Demand for Rentals

Type: Garden-Style
2 & 3 Story Walk-Ups

**Typical
Deal**

Legal Structure: Owner via
Member in LLC

Tax Structure: Pass-Through
to Members &
Tax Losses

**Investment
Minimum:** US: 100,000
EU: €50.000

Hold Period: 5 Years

Typical

Deal, cont'd



Typical Return on Investment (ROI)

ROI Example...

Based On:

\$125,000

Invested

5

Years Held

10%

Cash on Cash Avg.

2.5

Equity Multiple, Gross

Disclaimer Disclosure:

This is strictly an example based on the applied assumptions. Actual results will vary reflecting the results from the operating performance. All investments pose some degree of certain risk and this applies herein. Always consult accounting, financial, tax, legal and related professionals.

ROI Example...

1) Cash On Cash:	Return	Per Year	5 Years
\$125,000	10%	\$12,500	\$62,500
+			
2) Equity Multiple:	Invested	Multiple	Total
Gross	\$125,000	2.5	\$312,500
Less Invested			\$125,000
Net			\$187,500

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ROI Example...

=	Total Earnings:	
	1) Cash on Cash	\$62,500
	2) Equity Profits	\$187,500
	TOTAL ROI 20%	\$250,000

5 Year ROI Recap	TOTAL EARNINGS:	\$250,000
	Return <u>of</u> Principal	\$125,000
	Return <u>on</u> Principal 100%	\$125,000
	Average ROI, 5 Years	20%

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+ Cash Flow, No Taxes...

Income Statement	Book / Real Accounting	Tax / Savvy Accounting
Operating Income, Rents	\$645,940	\$645,940
Operating Expenses	<u>197,976</u>	<u>197,976</u>
Net Operating Income	447,964	447,964

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+ Cash Flow, No Taxes...

Income Statement	Book / Real Accounting	Tax / Savvy Accounting
Net Operating Income	447,964	447,964
Debt Service Interest	200,726	200,726
Principal	72,911	
Net Income	174,327	247,238

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Income Statement

	Book / Real Accounting	Tax / Savvy Accounting
Net Income	174,327	247,238
Depreciation		248,191
Amortization		4,532
Capital Expenditures & Reserves for Replacements	68,905	
Owners' Cash Distributions	\$105,422	
Tax Income / (Loss)		(5,485)
Step Up Basis Depreciation		(65,379)
Total Tax (Loss)		\$ (70,864)

+Cash Flow...

No Taxes...

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□ Role of the IP Investor Client

- *Relationship & Financial Literacy Driven*
- *Passive Investor*
- *Passive Income*
- *Quarterly Distributions & Reporting*
- *Cash Contribution 1x Only*
- *No Capital Calls Later On*





❑ Role of the IP Investor Client

❑ Private Investment Profile & SEC Qualified Investor

1st Relationship and Monetary Profile

2nd Investment Offering Circulated

3rd Subscribe & Invest

4th Long-Term Generational Relationship

In 2020 4.0mm Apartments Needed

THE REGISTRY HOME COMMERCIAL RESIDENTIAL FINANCE CALENDAR PEOPLE
BAY AREA REAL ESTATE

Report: More Than Four Million New Apartments Needed to Meet U.S. Demand

May 19, 2020

Facebook Twitter LinkedIn Reddit Email

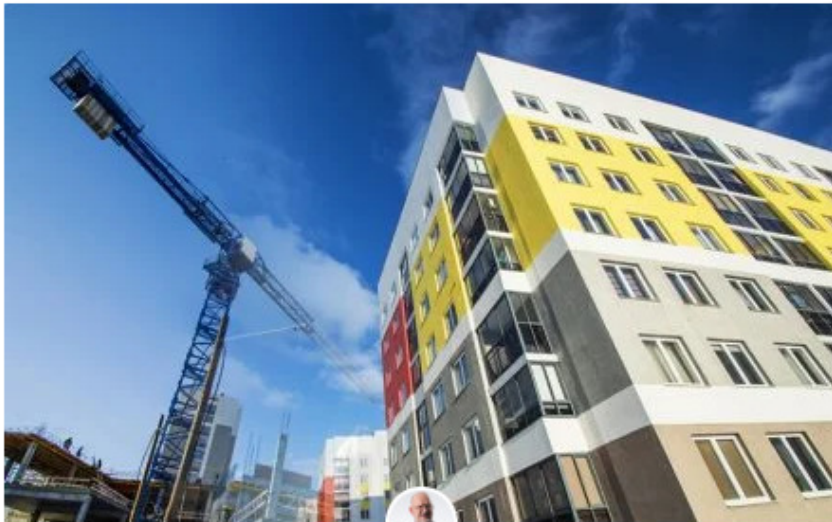


Future Outlook of Multifamily CRE

- Rising Demand Far Outweighs Availability and Construction Capacity*
- Rising interest rates reduce home buying affordability causing greater demand for apartments*

In 2022 4.3mm Needed by 2035

National + Apartments | July 29, 2022



By Paul Subry

**NMHC, NAA Say 4.3 Million
New Apartments Are Needed by
2035**

□ Future Outlook of Multifamily CRE

- *Rising inflation has no impact as rents are allowed to keep pace with the Consumer Price Index (CPI)*
- *With more people working from home greater importance on apartment amenities*

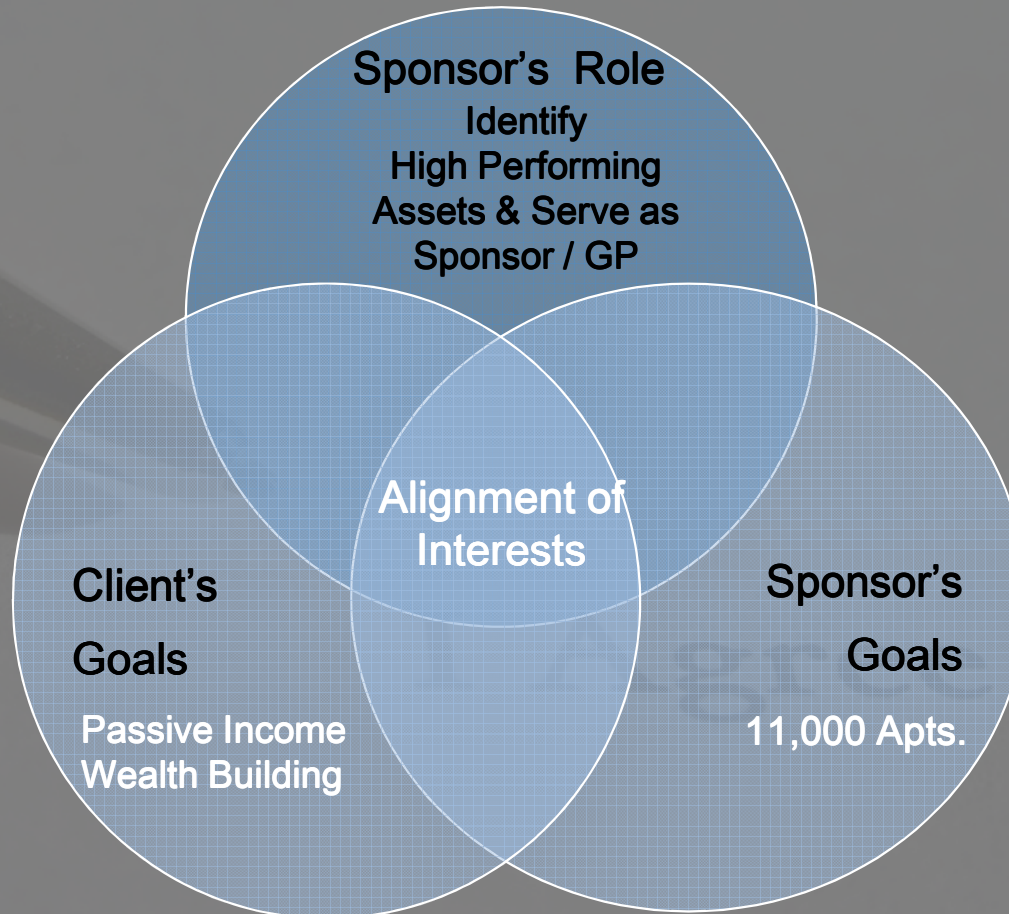
□ Wise Words From ...



- *“If you don’t find a way to earn while you sleep, you’ll work until you die”*

Warren Buffet ... *“The Oracle of Omaha”*
One of the World’s
Wealthiest Investor

Is There Alignment of Interest?

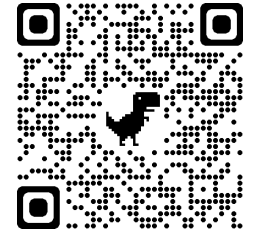


How To Get Connected & Informed?



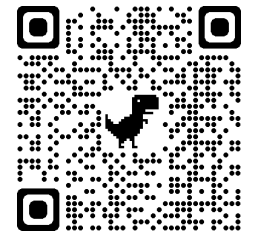
- ❑ Complete A Contact Profile

<https://www.ipllcinvestments.com>



- ❑ Complete An Investor Profile

<https://www.ipllcinvestments.com/private/>



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Thank
You!